**Position - Regional Sales Directors** are neededfor our Pre-Need Division in the following areas NC, SC, KY, WV, OH, MD, VA, FL, GA, TN and IN. The position purpose is to develop and manage new client relationships at all levels through recruiting, training, sales and customer service ensuring that Legacy Planning & Solutions deliverables are achieved at high levels.

**Key Responsibilities**

* Recruit Funeral Homes, Pre-arrangement Funeral Counselors and Agents
* Develop and Train in order to effectively create opportunities for Pre-Need Sales
* Assist with Joint Sales Calls, Marketing Events and other methods for lead generation
* Serve as liaison between clients, insurance carriers and Legacy Planning & Solutions
* Recruit and Train Sales Agents and Funeral Homes on the sales process and presentations including home sales (evenings and weekends as needed)
* Use Company Websites to locate reports and be familiar with them in order to use these reports to monitor business and effectively explain them to Funeral Homes, Pre-arrangement Funeral Counselors and Agents

**Qualifications**

* Bachelor’s Degree and/or 2 or more years of successful experience selling insurance products through Funeral Homes to consumers and/or training people to sell through Funeral Homes. Successful Life and Final Expense agents will also be considered.
* Must be able to work independently
* Must be able to travel within assigned geographic area
* Bilingual may be helpful in certain locations

**Other Requirements – Skills**

* Strong communication skills – both verbal and written
* Good presentation skills
* Integrity
* Candidate must be trainable and coachable
* Ability to prioritize and work several projects simultaneously
* Candidate must be able to adapt to change and execute when necessary
* Possess strong computer skills with programs such as Word, Excel and PowerPoint
* Insurance License and other license requirements required per state licensing regulations for Pre-Need/Insurance sales
* Valid Driver’s License

**Compensation**

Top level commission schedules will allow you to earn a great income and develop a quality sales force. The position is a 1099 Compensation position where pay is a direct result of individual and your team’s production. There is no earning ceiling.